WEISS & WEISS ERIC WEISS, ESQ. (EW 2400) Attorneys for Plaintiffs 1250 Central Park Avenue Yonkers, NY 10704 (914) 375-0431	•
UNITED STATES DISTRICT COURT FOR THE SOUTHERN DISTRICT, OF NEW YORK	
TOUGH CITY, INC. and SAMIR RAJPUT, Plaintiffs, v.	Civil Action 07 Civ. 06626 (NRB)
XENS, INC.,	AFFIDAVIT IN SUPPORT
Defendant.	
STATE OF NEW YORK)) ss.: COUNTY OF NEW YORK)	•

MOHAMMED RAJPUT, being duly sworn, deposes and says:

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- I am the Chief Operating Officer (COO) of Tough City, Inc. (hereinafter 1. "Tough City"), the plaintiff in the above-captioned action, and am fully familiar with all of the facts which are set forth herein, both from my own personal knowledge, as well as the books and records of the corporation.
- I submit this affidavit in support of plaintiffs' Motion for a Default 2. Judgment, and provide the following information to the Court to provide guidance as to the amount of the damages to be assessed against the defendant, Xens, Inc.

- 3. During the period in question, I was in contact with the defendant, Xens, Inc. (hereinafter "Xens"), through their President, Mr. Robert Lee. The following information is from personal conversations with Mr. Lee, as well as documents produced by Xens and obtained by Tough City relating to their sales of the sneakers in question with the registered trademark "Tough City."
- 4. First, as to the number of pairs of sneakers sold by Xens containing the Tough City mark, in March, 2007, Mr. Lee informed me that he had ordered three large containers of sneakers with the mark "Tough City." Each of the three containers contained approximately 6,000 pairs of sneakers, which is a standard amount for these containers. Mr. Lee informed me that he had sold his inventory of these sneakers, totaling 18,000 pairs (6,000 times 3 containers).
- 5. Additionally, in another conversation with Mr. Lee on or about June 7, 2007, he informed me that he had an additional inventory of 14,000 Tough City sneakers. These were not the sneakers referred to in Paragraph 4, but a new, second order. Therefore, I believe that the total amount of "Tough City" sneakers sold by Xens to be 32,000 pairs (18,000 plus 14,000).
- 6. Xens is still selling these sneakers, containing the registered trademark "Tough City". In March of this year, I personally attended a trade show in Atlanta, Georgia, and observed that Xens had a display where they were marketing and selling the unauthorized goods, with the registered trademark "Tough City."
- 7. As to the profit margin of these sneakers, I enclose as exhibits copies of spreadsheets from Xens which show the price of each pair of sneakers sold, which range from \$37.50 to \$50.00 per pair. See, Exhibit "A", price column. The average price is approximately \$40.00 per pair.

- 8. The profit column on the same sheet (Exhibit "A") shows the amount of profit per pair to be paid (although no profits were ever paid to Tough City by Xens). In addition, Xens was to take a profit of \$10.00 per pair in addition to the sum listed in the profit column. The average profit on each pair of shoes was approximately \$28.00, which is the sum of the average profit of \$18.00 as listed on the Xens sheet, plus the \$10.00 per pair profit to be taken by Xens. This results in a seventy percent (70%) profit on each pair sold (\$28.00 divided by \$40.00).
- 9. Annexed as Exhibit "B" is another sales summary sheet produced by Xens, showing sales, profit, and margin of profit. The average profit margin on this sheet shows an average profit margin of 72.63% on each pair of sneakers sold, which is very close to the 70% figure as computed in Paragraph 8, above.
- 10. Based upon this information, which was obtained from Xens, I believe that the damages for lost profits should be computed as follows: 32,000 pairs of Tough City sneakers sold by Xens with the unauthorized trademark, times the average profit on each pair, approximately \$28.00, which would total \$896,000.00 in lost profits. Assuming a 70% profit margin, and a \$40.00 average cost per pair, this would result in the same sum (32,000 times 40 times 70%, which totals \$896,000.00).
- 11. These computations are based on the information provided by Xens. I do not have any further documentation, as Xens never paid any profits to Tough City, and refused to provide summary sheets other than the ones annexed hereto as exhibits. I believe that the information provided should be sufficient to award lost profits to Tough City for the unauthorized sales by Xens of sneakers with the registered trademark "Tough City." It is also my opinion that the retail prices charged, as well as the profit margins as shown on the exhibits, are well within the

standard industry prices for these type of products, based upon my experience in the industry. Copies of the "Tough City" trademark registration, as well as photographs of the infringing goods, have already been provided to the Court.

12. Therefore, I request that the Court enter a judgment in the amount of \$896,000.00 against Xens, Inc., representing the amount of profits made by Xens by its selling sneakers with the unauthorized mark "Tough City."

Filed 08/06/2008

Sworn to before me this (**7**) day of July, 2008

MY COMMISSION EXPIRES MARCH 13, 2012

EXHIBIT A

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CUSTOMER NAME	PRE.BAL	SALES	FREIGHT	COLLECT	RETURN	END. BAL PAIRS PRICE POFIT 4 TC	PAIRS F	PRICE	OFIT 4	ည ည
TRENDSETTERS	-60					09-				
3-D FASHIONS		540.00	46.00			586	·			
ARS FASHION INC.	1550					1550				
AVANTE	3039			1,013.00		2026	24	40	16	384
B FRESH	-27					-27				
BALLERS .	2065			•		2065	SUPREM NEED COLLECT	NEED	COLLE	겁
BENZERS FASHION	1160					1160				
BLACK GOLD UNIQUE BOUTIQ	580			580.00		0	5	46	21	252
CHARLOTTESVILLE PLAYER	1154					1154				
CHECK MY FOOTWORK		480.00	36.00		480.00	36				
D & K FASHIONS	2040			2,040,00		0	48	40	16	392
DA JUMP OFF	0	540.00	46.00	586.00		0	12	45	23	252
DD'S DISCOUNT S	20160					20160	·			
DIAGA CLOTHING & FOOTWEA		1,080.00	73.00			1153	*			
DIMENSION FASHION	1172				1,080.00	85	,·			
DOLLARS & CENTS DISTRIBU	1543	1,500.00	96.00	3,141,00		-2	72	40	16	1152
DPZ PROPERTIES, INC.	1476					1476				
EAST TO WEAT	-0.1	00'096	92.00			1051.9				
EASTSIDE CONNECTION		2,016.00		2,159.00		0	48	42	<u>60</u>	864
EZ WEAR PLUS		2,400.00	178.00			2578				
FARTHER & SON CLOTHING		1,080.00	80.00		1,080.00	80				
FREESTYLE CLOYHING	40					40				
FREESTYLE FASHIONS		1,500.00	120.00			1620				
GENTLEMEN QUARTERS	37					37				
GEORGIO'S	3336			3,336.00		0	83	37.6	13 5	1121
GET FITTED PHASE 2	-29					-29				
GOODFELLA WEAR	1550					1550				
GRIMMIE GEARS	2305					2305	SUPREM	NEED COLLECT	COLLE	ᇈ
HALL OF FAME	75	540.00	46.00	586.00		75	72	45	ζ. ź.−	252
нр нор сіту	1040			1,040.00	Ì	0	24	40	16	354

HIP HOP SOURCE INC.	1040			1.040.00		0	24	40	9,	384
HIPHOP FASHIONS	1758				1,620.00	138				
IDEAL FASHIONS	1550					1550				
IMAX FASHION	80					80				
IN THE HOOD FASHION		540.00	46.00			586				
JEAN PLUS	3485			,		3485				
JEANS TOWN	517	1,080.00	108.00	•		1705				·
JT FASHION STORE	573			-		573				
JUBILEE FASHIONS		900.00	52.00	902.00		50	24	37.5	13.5	324
K&T FASHION	625				516.00	109				
MAAS, INC. DBA ACTIVE SH	2044					2044				
MAX FASHIONS		840.00	80.00		840.00	80				
MEN & WOMEN SHOE BOX LLC	0					0				
METRO SPORTS		1,620.00	108.00			1728	SUPREM NEED COLLECT	NEED (COLLEC	۲
MOEDICA DBA THA WORKS		540.00	36.00			576				
MORSE ENTERPRISES	1862			1,862.00		0	88	20	56	936
NU JERU CLOTHING	586				540.00	46				
NU STYLES		540.00	46.00			586				
ON TIME FASHION	1533			1,533.00		0	98	40	16	979
OUTDOOR EMPIRE		1,080.00	73.00			1153				
PHATZ HIP HOP LLC	34			35.00		7				
PITO N.Y. STYLE	1930	600.00	105.00			2635				
REWIND SPORTS		600.00	46.00			646				
RS CLOTHING	36					36				
sample	0.72					0.72				
SAM'S FASHIONS	1356					1356				
SILVER ROSE FASHION, INC	1737	1,800.00	180.00			3717	3717 SUPREM NEED COLLECT	NEED	COLLEC	H
SNEAKER MANIA		1,080.00	90.00	1,170.00		0	24	45	2	504
STYLES	09-					09-				
STYLZ	914					914				
SUIT MART	3084			***************************************		3084				

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1,932.00			1,080,00		3,024.00	3,024.00	2,880.00				35796.00 2582.00
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NEED COL	COLLECT FROM SUPREM
BALLERS	2065
GEARS	2305
SPORTS	1728

ROSE SPORTSW

TOTAL

TC TOTAL PROFIT	8728.5	
PRE.BAL.	16591	
HIPHOP SOURCE	-1040	
SUPREM	-1932	
CHECK MY NETWORK	-36	-36 RETURN
DEMENTION FASHION	-92	-92 RETURN
FARTHER&SONS	-80	-80 RETURN
HIP HOP FASHION	-138	138 RETURN
JUBILLE FASHION	-50	-50 DEPOSIT
K&T FASHION	-109	-109 RETURN
MAX FASHIONS	-80	-80 RETURN
NU JERU CLOTHING	-46	46 RETURN
BALANCE	21716.5	
PAID ON MAY.7	-5000	
NEW BALANCE	16716.5	

EXHIBIT B

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Sales Summary By Date

Ending Date:

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Margar	71.11%	71.11%	71.11	74.00%	71.11%	71.11	72.63%		^	٠,										, 1	公布化
Profit	384.00	1,152,00	384.00	2884.00	768.00	(384.00)	4,968.00			Persons											石田二
Total	580.0d	1,920,605	580 00	3.804.0E	1.487.00	540.00	7,611.00		*	Sala											HE.
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TOUGH CITY